

PEO STRI



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Agenda

- Acquisition Center Vision / Mission
- Acquisition Center Organization Update
- Business Statistics
 - Average Procurement Administrative Lead Time (PALT) Summary
 - STOC II Update
 - Competition Analysis (Best Value (Trade Off) vs. LPTA)
- Opportunities
- Major Contracting Vehicles
- Initiatives
- Current Challenges



Vision/Mission Statement

Vision: Serve as an Acquisition and Contracting Center of Excellence that focuses on customer satisfaction; promotes innovative and flexible business practices, calculated risk-taking, empowerment, and partnering with industry; and, emphasizes diversity in the workforce and professional development.

Mission: Provide sound business advice and tailored contracting & acquisition solutions to acquire a variety of products/services managed by PEO STRI in support of the U.S. Army and the Nation's security.

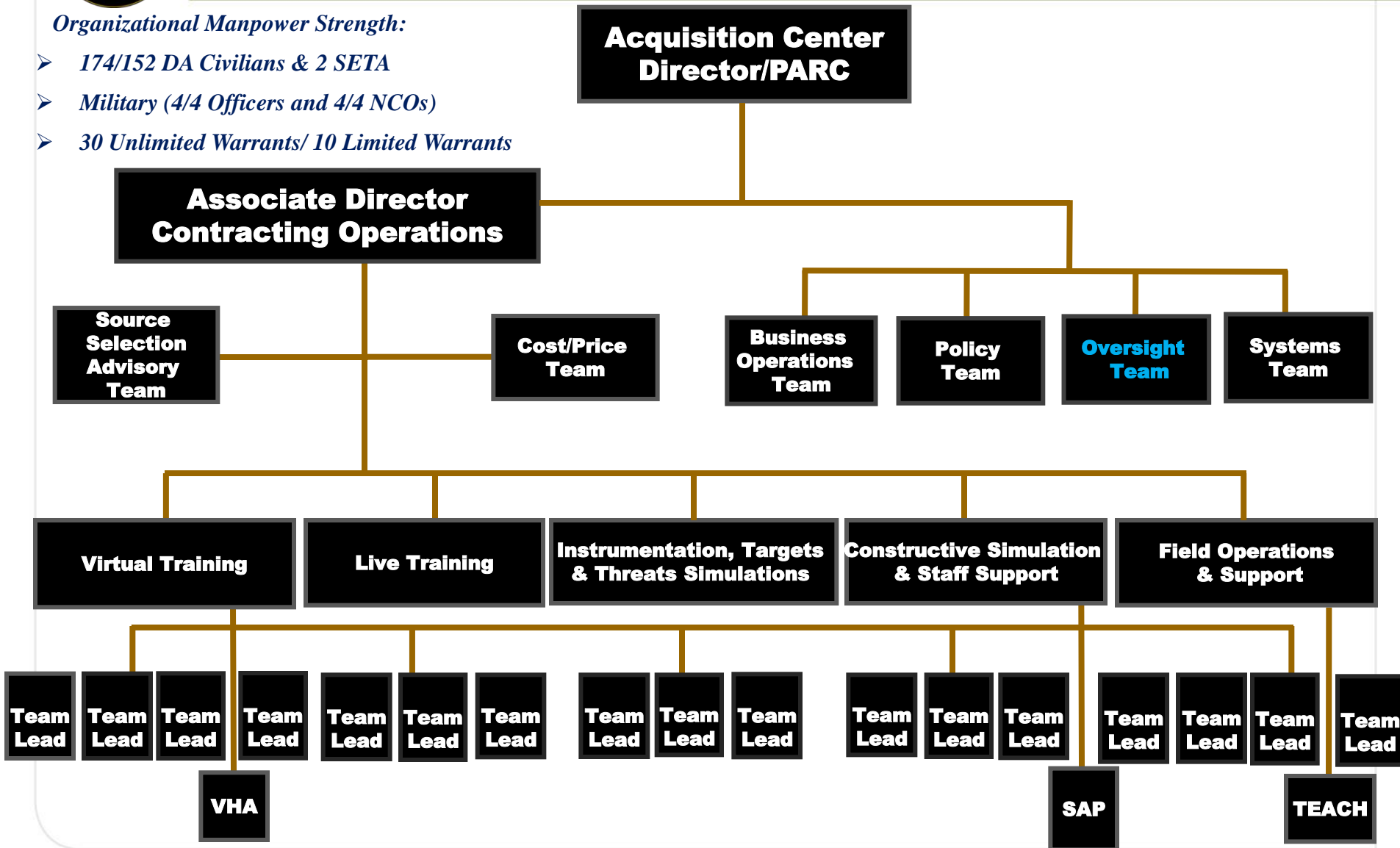




Acquisition Center Organization Update

Organizational Manpower Strength:

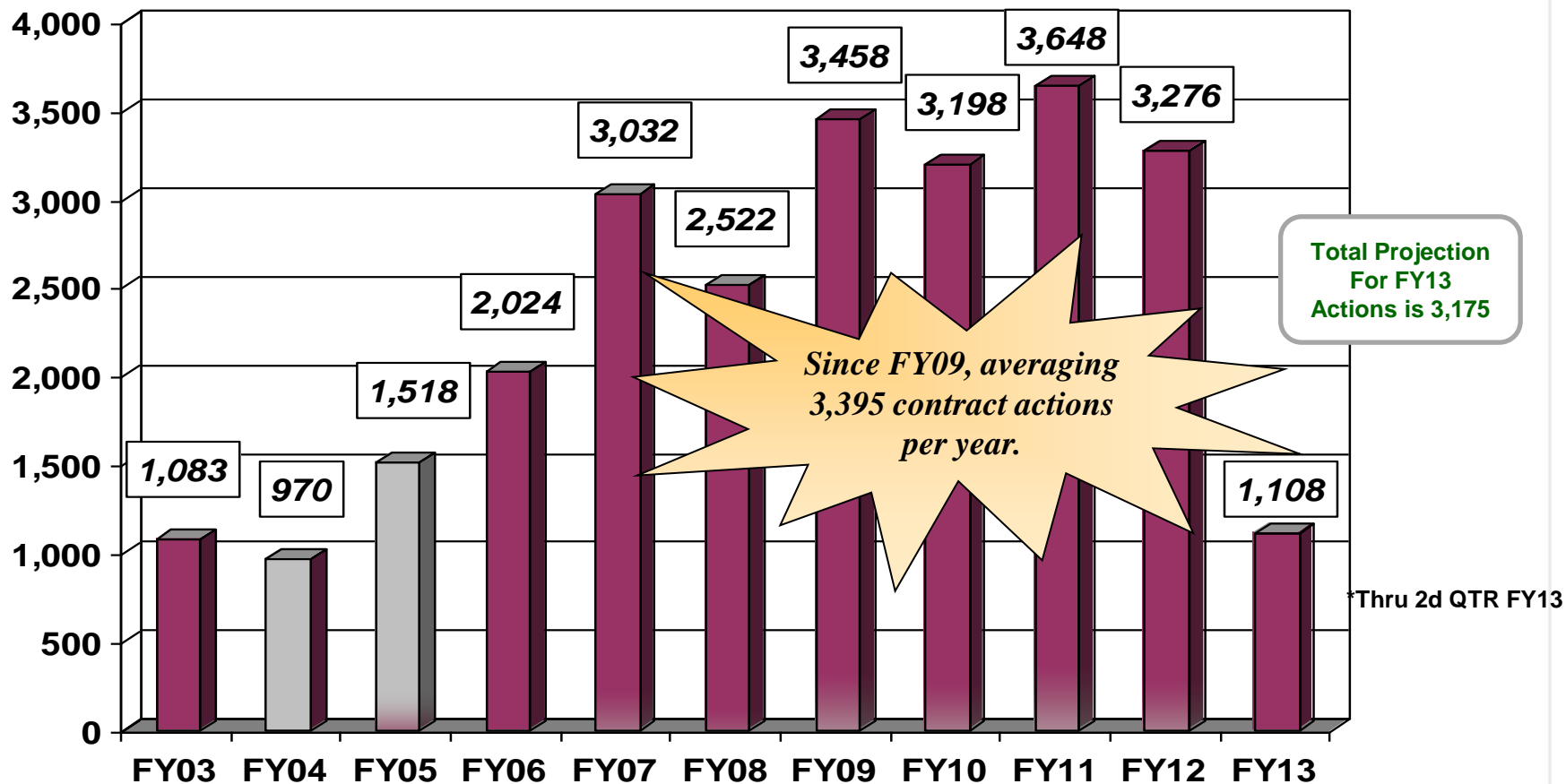
- 174/152 DA Civilians & 2 SETA
- Military (4/4 Officers and 4/4 NCOs)
- 30 Unlimited Warrants/ 10 Limited Warrants





Business Statistics

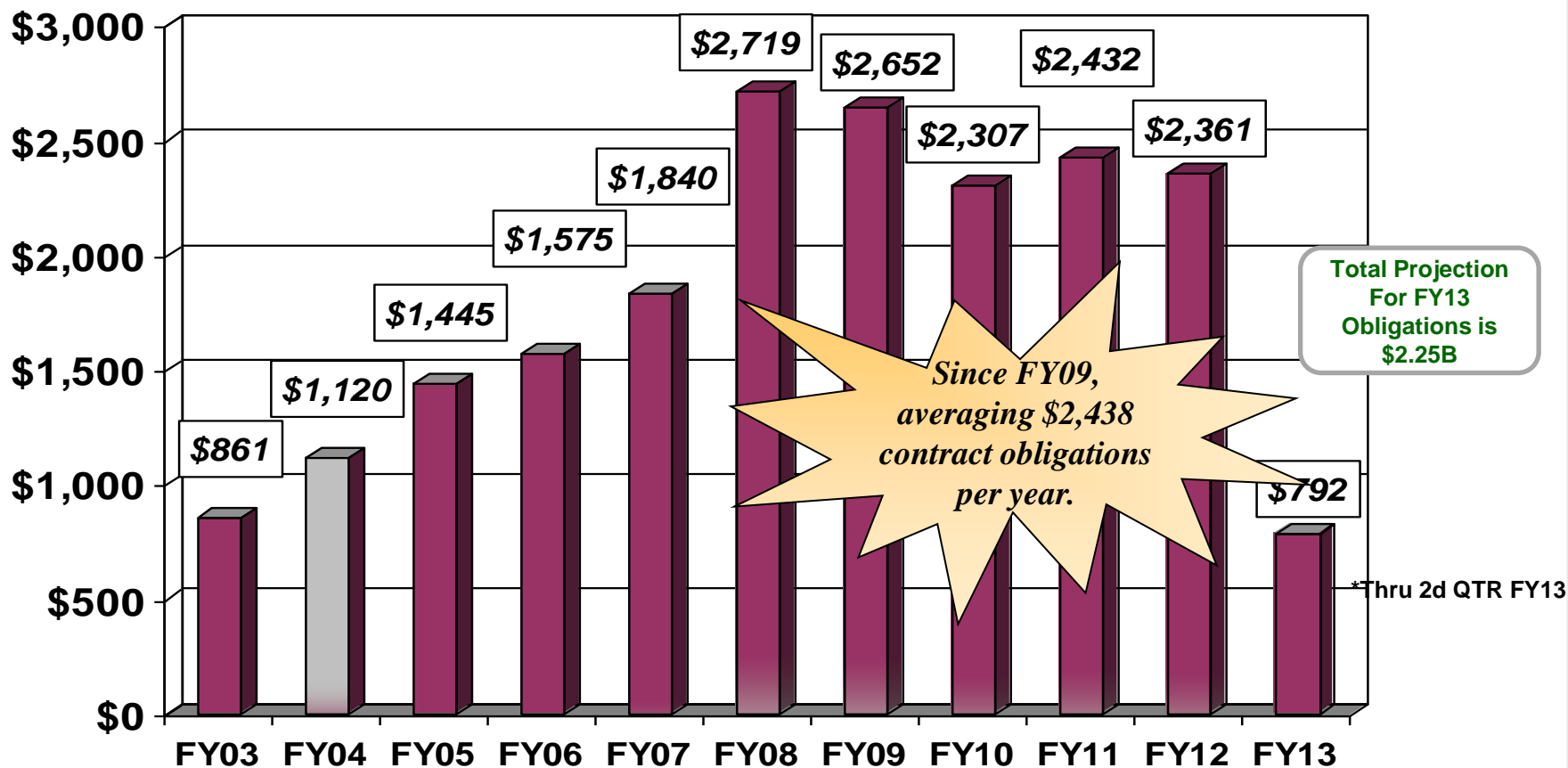
Number of Contracting Actions





Business Statistics

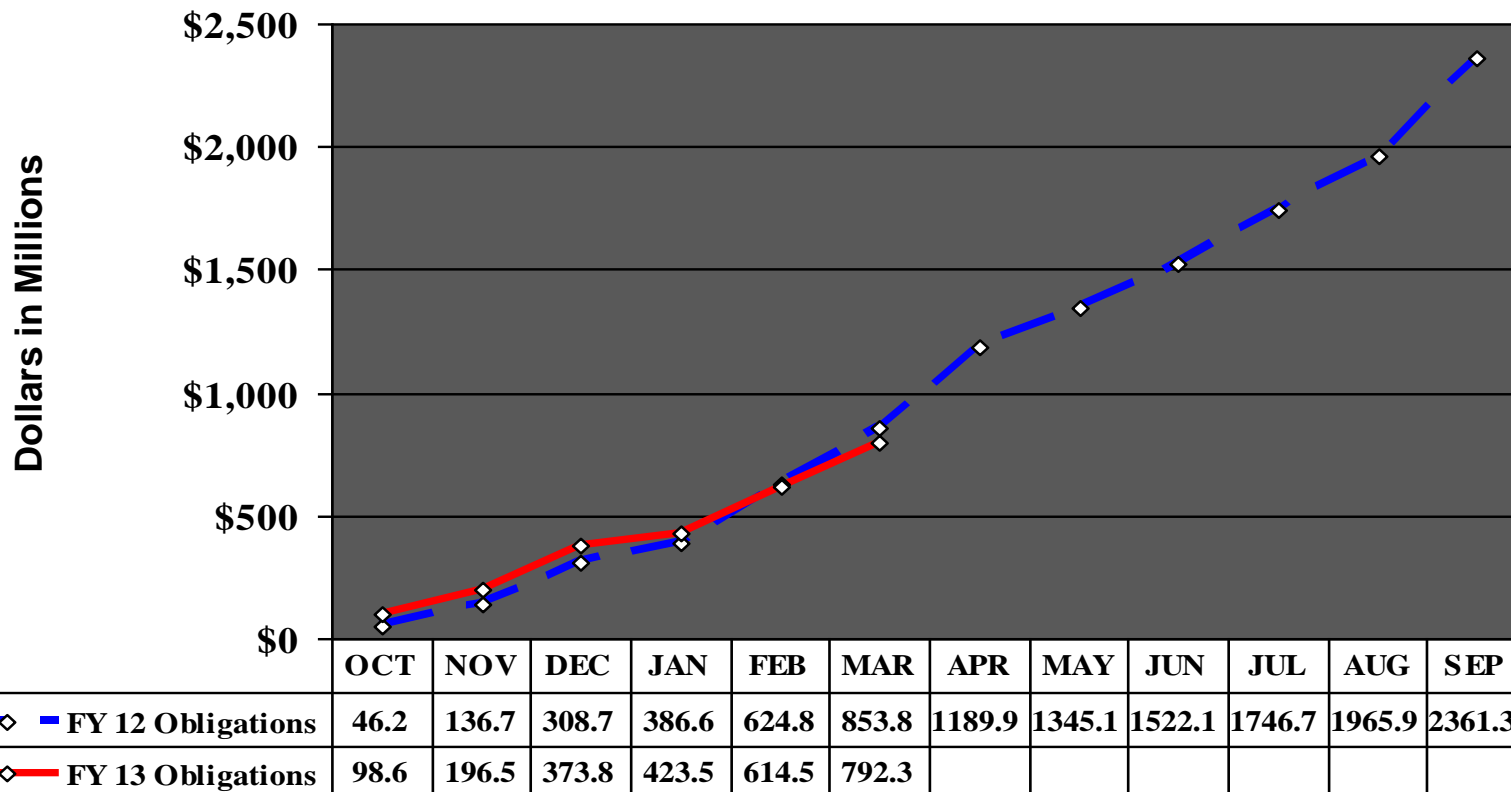
Obligations in \$M





Business Statistics

FY12 vs FY13 Contract Obligations



Source: Army PD2 Database



Average PALT Summary

**Since Inception (1st Quarter FY11)
Thru 2nd Qtr FY13**

Type Action	# of Reports	PALT Average
Multiple Award Contracts (130 days)	37	220 (-19)
Competitive Acquisitions (258 days)	31	221 (-16)
Non-Competitive Acquisitions (206 days)	33	157 (+3)
Single Award Delivery/Task Orders (30 days)	140	49 (+9)

Note: Threshold over \$1M.

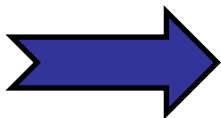


STOC II Update

Totals Since Inception (thru 31 March 2013)			
	Orders Issued	Total Actions	Total Obligated
LOT 1- Full & Open	69	431	\$814,530,405
LOT 2- Small Business Set-Aside	16	156	\$263,131,288
Totals	85	587	\$1,077,661,693

* Note: Order 0001 for the guaranteed minimum amount of the basic ID/IQ contract not reflected in the number of total actions above.

	Total Obligations by Business Size (since inception)	% Total Dollars Obligated
Large	\$742,453,422	68.89%
Small	\$335,208,271	31.11%



Quarterly metrics posted to STOC II webpage on STRIBOP

<https://bop.peostri.army.mil>



STOC II Funded Amount Per Contractor (Top 15) Since Inception (thru 2Q FY13)

\$335,208,271
31.1% Prime Dollars
to Small Business

Large Business Contractors	Orders Received	Obligated	Small Business Contractors	Orders Received	Obligated
Lockheed Martin	15	\$183,892,112	FAAC, Inc.	3	\$101,282,075
Cubic Simulation Systems	8	\$134,233,464	OASIS Advanced Engineering	2	\$45,901,836
SAIC	10	\$104,551,887	Intelligent Decisions, Inc.	2	\$35,599,536
L-3 Communications	4	\$70,252,847	Cole Engineering	3	\$31,277,017
SAAB Training USA	5	\$67,899,575	Fidelity Technologies Corp.	3	\$25,894,206
Rockwell Collins	9	\$39,844,639	Inter Coastal Electronics (ICE)	3	\$23,608,029
General Dynamics One Source	5	\$26,483,722	System Studies & Simulation	4	\$21,649,479
SPARTA, Inc.	2	\$26,538,579	Ahtna Support & Training	2	\$15,781,441
AAI Corp.	2	\$21,375,090	Aegis Technologies	2	\$14,076,891
CSC	4	\$18,412,348	D&S Consultants, Inc.	2	\$6,845,377
FlightSafety Services Corp.	2	\$15,977,756	Advanced Interactive Systems	3	\$3,752,897
Northrop Grumman	2	\$11,132,243	Metters Industries, Inc.	2	\$3,176,947
COLSA	3	\$8,065,946	Cymstar LLC	2	\$2,104,339
Booz Allen Hamilton	2	\$7,105,986	Raydon Corporation	2	\$1,436,415
Tapestry Solutions	2	\$5,706,807	Pulau Corp.	2	\$1,286,255



Competition Analysis

	FY11	Based on no.	Based on \$\$	FY12	Based on no.	Based on \$\$	FY13	Based on no.	Based on \$\$
Tradeoff	19	83%	98.4% \$909M	11	69%	97.9% \$484M	4	67%	99% \$347M
Tech Superior	3	16%		7	64%		3	75%	58% \$201M
Low Price	6	32%		1	9%		0	0%	
TS & Low Price	6	32%		0	0%		1	25%	42% \$146M
1 Offer	4	21%		3	27%		0	0%	
LPTA	4	17%		5	31%		2	33%	1% \$2.1M
Total BV Awards	23			16			6		\$349M



Opportunities

- 1) STOC II
 - 3 New orders
 - 1 Competitive
 - 2 Sole Source
 - \$ 69M Estimated Value

- 2) Non-STOC II (excluding WFF)
 - 18 New awards
 - 13 Competitive
 - 5 Sole Source
 - \$ 775.9M Estimated Value

Note: Estimated 4th QTR FY13 & 1st QTR FY14 Awards Only



Major Contracting Vehicles

- Warfighter FOCUS
- Ceiling: \$11.2B
- PoP: 06/05/07 – 10/31/17
- Single Award ID/IQ
- L/V/C Training Operations Support



- STOC II
- Ceiling: \$17.5B
- PoP: 01/27/09 – 09/30/18
- Multiple Award ID/IQ
- Training Product & Services



- Systems Engineering and Technical Assistance (SETA)
- Ceiling: \$270.5M
- PoP: 08/10/09 – 08/10/14
- Single Award ID/IQ (SB)
- Support Services



- **Train, Educate, And Coach (TEACH) Services Contract**
- Multiple Award ID/IQ
- RFI issued 25 March 2011
- Anticipate "Draft" RFP 1QFY14
- Training & Ancillary Support Services





Initiatives

- Continuing to facilitate Government / Industry Lines of Communication:
 - ✓ Monthly PALT Updates to Industry
 - ✓ Contracting Officer and Industry “Lessons Learned” Panels
- Staffing the PEO STRI Source Selection Advisory Team (multi-functional)
- Implemented the automated PALT Tool within PEO STRI
- Implemented the Contract Management Review (CMR) Pilot Program
- Implemented the Interactive Customer Evaluation (ICE)
- Implemented multiple tools from the Army’s Virtual Contracting Enterprise (VCE) tool suite (Contracting Officer Representative (COR) Tracking Tool and Paperless Contract File (PCF))

GOALS
4.0 – Promote and sustain excellence in the execution of contracting activities



Current Challenges

- Managing Contracting 1 – N List (Sequestration & Extended Continuing Resolution)
- Government Furlough & Hiring Freeze Impacts
- Continuing to execute programs at a high OPTEMPO
- Increased regulatory and policy changes across the contracting function
- Continuing to operate under increased oversight requirements from DoDIG, AAA, and OSD & HQDA